

## Real Estate Market Enjoying Season of Great Prosperity

More Sales Made This Fall Than Any Period Since Record Breaking Year of '17.

### MUST BUILD MANY HOMES

Annual Increase in Population Requires 1,200 Residences; Congestion Unrelieved

By THOMPSON

We are leaving the summer season behind. It has been an unusual season in many ways. We have had unprecedented activity in building operations and more sales have been made than in any other summer with the possible exception of 1917. Heavy buying has been done by people from all over the country, from the far west and the public generally are ready to buy, and invariably advanced in the fall, and they are taking advantage of every good value offered.

Because of foreign demand coupled with the armistice business activity throughout the country, all building materials have advanced recently at enormous rates. Tulsa has also advanced. This has made the cost of construction very heavy, and we are still within the same bounds. It seems to be the general belief, however, that lower prices will easily be realized within the next two or three years. For this reason new houses, even in isolated localities or new and unimproved territories, are finding ready sale.

Buyers of older houses in fully improved districts are securing properties for less than they could purchase in the early part of the year.

The conditions have lent an impetus to the market, and the strong anxiety shows a steady increasing confidence, so much so that we are looking forward to a greater activity this fall than in any season of the past.

#### Conditions Remain Stable.

Due to the fact that an average of more than 6,000 new people are added to our population annually, we find our home needs increasing about the same each year. At present an average of five members in each family we would require over 1,200 new houses each year. At this time 1,200 new houses would not relieve the present congested condition. If we would build 2,200 houses within the next 12 months we would only reach a position to care for the housing problem in a fair way. With such a large influx the demand will be even more greatly increased. We will not be able to purchase in the future at the summer prices of 1919.

Our rental condition remains about the same. Few houses are to be had. The rental rates, however, have changed very little, except in a few isolated cases, nor do we look for a further advance during the coming year. The few owners of business property are taking advantage of less expensives finds, technological to lower their rents out of all reason, but on the whole conditions seem to be normal in the downtown district.

#### Tulsa's Greatest Need.

We cannot lay too much stress on one of our greatest needs, and that is a decent, well-constructed, priced home may be obtained with reasonable terms. We have hundreds of people in Tulsa today ready and willing to buy a home priced from \$2,750 down that can be secured with full payment of \$600-\$1750 or less. Such a system is convenient to transact the business, would help us keep in Tulsa and make better citizens of hundreds of people that we are now losing to towns around us.

All conditions being analyzed from a conservative standpoint, we believe we are warranted in saying that the Tulsa real estate market looks very promising, every legitimate source of information is in general showing signs of profitableness, opportunity, the "pep" and confidence which has set Tulsa apart in a class all her own. We are never more apparent and we are drawing nearer every day to our goal of making this city one of the greatest commercial and industrial centers of the southwest. Not even an earthquake can stop us.

#### That Peace Has Come.

Kinship will be done exclusively by the writing facilities.

The price of food will be—the price of food.

Men will remember that the tariff has been really neglected and our infant industries will grow and have to be walked with.

The English broadways will have to put up larger wires to prevent raids by the suffragettes.

Wrist watch manufacturing companies will declare their final dividend and go out of business.

The ball weeps will regain its old place in the affections of the American reading public.

A man may be able to walk into a movie house without having the same feeling he has when he climbs into a dentist's chair, and then again, he may not.

Housekeeping may again become a vocation.

#### Nothing to Worry About.

The village shop was very full when the dusty youth, with a pack on his back, entered.

"Any of you boys up in a car with a white horse?" he asked the expert cobbler.

"I don't," said one busy farmer.

"Well, there's a old woman on the road," said the youth.

"Are you going to see the farmer again?"

"She says she doesn't like it."

"Then take an extra," said the youth, settling his pack more comfortably on his shoulders. "The horse has started, and she will want to bring out the carbuncles and sarcoids that have been made, but if you can make out to have them all made up and packed, is there?" Good-bye!

No Cures Influenza.

The Black Chisel, Sept. 2.—John V. Newell, local veterinarian, knows the horrors of influenza when there is a diagnosis off in the amount of birds and beasts. He recently advertised in the local papers that he could cure influenza without the use of drugs.

**CHICHESTER'S PILLS**  
THE BASS FURNITURE AND CARPET CO.

### News Notes of the Real Estate Folks

E. G. CUNNINGHAM and family who have been spending the summer at the California coast resorts, are expected home this coming week.

C. W. SINGLETON, one of the pioneer realty dealers of Tulsa, will return home within a few days, from a vacation spent in Colorado.

D. C. POWERS and sister, Miss Delta M. Powers, have returned from their vacation trip.

In Summerland

In Summerland I stayed awhile, And rested head and hand.

And dreamed awhile, and played awhile.

In Summerland!

In Summerland men do not strive For wars and means to keep alive,

Far from the day's dirt and din.

They eat, not, neither do they sleep,

And yet they manage to survive.

They do not till the human lives, That Jones' plowman may drive;

They eat whatever grows they will In Summerland.

I figure it is four or five Years if I pitch and save and drive, To purchase me a summer inn.

Where executives 100,000 no skin And mud and golf and sail and dive

In Summerland!

In Summerland I bid myself, To Summer, breasted favored;

Or blossom series, I bid myself,

And bid myself, bid bid myself—

In blessed Summerland!

—Ted Robinson, in N. Y. Sun

Poor marksmanship is the curse of Russia. A man shot at Trotzky five times the other day and never even marked his laundry.

Police never really starve to death—they live and suffer.

Years of peace have brought the world to a standstill.

It is the first time in history that

the world has been at peace for so long.

—John T. Thompson, in N. Y. Sun

THE TULSA REALTY market has a number of keen young men who are just as busy these days selling homes to prospective purchasers as they were a few months ago in chasing

the last few houses.

There is a great demand for houses in the suburbs, and the

average price is \$1,500-\$2,000.

Business is good, and the market

is active, and the market is active.

—John T. Thompson, in N. Y. Sun

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